

DEALER FINANCIAL STATEMENT

Dealership Name: INCREDIBLE AUTO SALES
Address: 1832 KING AVE WEST
City, State: BILLINGS MT



ASSETS		AMOUNT	LIABILITIES		AMOUNT
CASH AND CONTRACTS			ACCOUNTS PAYABLE		
Cash on Hand	3000	600	Trade Creditors	3000	-19306
Cash in Bank / Temp. Cash Investment	3000	244961	Vehicle Lien Payoff	3010	309926
Contracts in Transit	3000	56862	Customer Deposits / Prepaid Dist. Incentives	3000	10457
TOTAL CASH AND CONTRACTS		302423	License and Title Fees	3000	724412
RECEIVABLES			TOTAL ACCOUNTS PAYABLE		1025489
CUSTOMER			SECURED LIABILITIES		
Service and Parts	2100	85816	Interest	3100	18658
Vehicle	2110	156624	Insurance	3110	
Customer Notes	2120		Paidoff	3120	-3403
Lease, Rental and Service Contracts	2130	841	Payroll Taxes / Sales Tax	3130	38157
Miscellaneous Customer	2150	144015	Taxes - Other Than Payroll, Sales & Income	3150	
DISTRIBUTOR			Corporate / Income Tax	3180	
Warranty Claims - Kia	2200	5522	Bonuses - Owners and Employees	3190	
Warranty Claims - Other	2209		Pension Fund / Profit Sharing	3190	1309
Pre-Delivery Service - Kia	2210		Miscellaneous Accounts / Notes Payable Short Term	3200	68505
Factory Holdback Receivable - Kia	2220		TOTAL ACCRUED LIABILITIES		123226
Factory Holdback Receivable - Other	2235		TOTAL ACCTS. PAYABLE & ACCRUED LIABILITIES		1148715
Vehicle Incentives	2240	500	NOTES PAYABLE		
Other Distributor Receivables	2250	350	30 New Vehicles and Demonstrators	3300	840457
Loan Allowance For Doubtful Accounts	2260		Used Vehicles	3310	1346031
NET CUST. / DIST. REC. (LINES 8-21 INCL.)		403668	Other Inventories	3320	37589
Finance and Insurance Receivables - Current	2270	18568	Lease Vehicles	3400	
TOTAL RECEIVABLES		422236	Rental Vehicles	3410	57121
INVENTORY			TOTAL VEHICLE LIABILITIES		2281198
* Demos - Kia	2300		TOTAL CURRENT LIABILITIES		3429913
* Demos - Other	2310		Reserve For Repossession and Service Contract Losses	3430	-257477
* New Vehicles - Kia	2320	633610	LONG TERM DEBT		
* New Vehicles - Other	2330	41504	Notes Pay. - Capital Loans	3500	
TOTAL NEW VEH. INV.	371	675114	Mortgages Payable	3510	
Used Vehicles - Kia	2340	180674	Other Notes & Contracts	3520	
Used Vehicles - Other	2350	1456835	Dealers / Officers Notes	3530	1066836
Program Vehicles - Kia	2360	14304	TOTAL LONG TERM DEBT		1066836
Parts and Accessories - Kia	2410	127818	TOTAL LIABILITIES		4238272
Parts and Accessories - Other	2419	16477	LIFO Reserve Inventory Adjustment		3600
Tires, Gas, Oil and Grease	2420	2733	NET WORTH		
Body Shop Materials / Sublet Repairs	2430	878	CORPORATION		
Work in Process - Labor	2470	988	Capital Stock		781291
Non-Automotive Merchandise	2480		Add'l. Paid in Capital		1263399
TOTAL ALL INVENTORY		2475821	Treasury Stock		3810
OTHER CURRENT ASSETS			Retained Earnings		3820
Marketing Expenses	2500		Dividends		3830
Prepaid Expenses	2510	157247	Drawing		3840
TOTAL OTHER CURRENT ASSETS		157247	NET INVESTMENT		-127170
OTHER VEHICLE ASSETS			CURRENT EARNINGS BEFORE TAXES		
* Lease Vehicles	2520		JAN.		46
* Rental Vehicles	2530	39311	FEB.		65
TOTAL OTHER VEHICLE ASSETS		39311	MAR.		46
TOTAL CURRENT ASSETS		1397038	APR.		46
FIXED ASSETS - AUTO BUSINESS ONLY			MAY.		52
DEPT.	ACQ. COST	ACCUM. DEPR.	JUNE.		35
LAKE	2700		JULY.		50
BLD.	2710		AUG.		50
EQP.	2720	110782	SEP.		39
F & A	2730	1209	OCT.		5
FIX. ASSET	2740	79803	NOV.		7
COMP. VEHICLE	2750	19012	DEC.		
LEASEHOLD	2760	117883	TOT.		2
TOTAL FIXED ASSETS		320460	ESTIMATED INCOME TAX		
OTHER ASSETS			Net Profit (Loss) After Taxes		3990
Deposits on Contracts	2800		TOTAL NET WORTH		3605367
Life Insurance - Cash Value	2810		TOTAL LIABILITIES & NET WORTH		4238272
News & Acct. Rec. - Officers / Owners/Employee Advances	2820				
Due From Finance Companies - Deferred	2830				
Other Non-Franchised Assets	2840				
TOTAL OTHER ASSETS					
TOTAL ASSETS		3605367			

FINANCIAL SUMMARY

\$ 1048154

Net Working Capital Requirement

\$ -32875

Actual Working Capital

(CURRENT ASSETS) LESS
(CURRENT LIABILITIES & CURRENT
PORTION LONG TERM DEBT.)

\$ 289103

Net Cash

\$ 235489

Average Monthly Expense

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TOTAL INCOME AND EXPENSE

LINE	NAME OF ACCOUNT	FEET. NO.	TOTAL DEALERSHIP				(1) NEW KIA DEPARTMENT		(2) NEW OTHER DEPARTMENT	
			MONTH	YTD	YEAR TO DATE	YTD	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		182105		10057659		26351	2103677		16438
2	TOTAL GROSS PROFIT		415942284		1808256179		1726	283657		476
3	DEPARTMENTAL SELLING EXPENSES									
4	Sales Compensation	7000	3657	879	2751061521		496	24634		295
5	Supervision Compensation	7010	141503402		2782091539		1600	33097		
6	Delivery Expenses	7020								
7	Fin. Ins. & S.C. Compensation	7030	1500	361	53170294		300	6559		
8	Advertising - Departmental	7040	55063324		4458712466		1361	81243		
9	Interest - Floor Plan	7050			173266958			69263		5771
10	TOTAL SELLING EXPENSES (LINE 4-9)		248135966		12256226778		3757	214796		6066
11	DEPARTMENTAL OPERATING EXPENSES									
12	Policy Adjustments	7110	284	68	2903	16				
13	Claims Adjustments	7120								
14	Damage & Company Vehicle - Death	7140	1941	467	70214388		299	10509		
15	Inventory Maintenance	7160	1607	386	28835159		450	6991		
16	Personnel Training	7180	470	113	1103461		83	998		
17	Outside Services - Departmental	7170								
18	Freight	7180	-43	-10	2199	12				
19	Supplies & Small Tools	7190	426	102	1123866		44	659		
20	Laundry & Uniforms	7200	669	161	2189	12				
21	Dep. Equip. & Vehicles-Death	7210								
22	Dep. Equip. Rep. & Maint-Death	7220	467	113	5862	30	11	101		
23	Miscellaneous Expenses	7230	117	28	1286	7				
24	Salaries & Wages	7250	2086	550	25201139					
25	Circle Salaries	7260	4036	994	67887378		827	12644		
26	Vacation & Time Off Pay	7270	335	81	4727	26				
27	TOTAL OPERATING EXPENSES (LINE 12-26)		126953052		2330751293		1714	31902		
28	TOTAL SELLING & OPER. EXPS. (LINE 10-27)		37508		1839897		5471	246698		6066
29	ROYALTY & OPER. EXPS. % OF GROSS PROFIT			5018	1071	11698%	8697%			A %
30	DEPT. PROFIT (LOSS) (LINE 2-28)		4086	982	3488991929		-3745	36959		-5590
31	OVERHEAD EXPENSES									
32	Rent & Equipment	7400	175454218		2286911265		2865	30098		1100
33	Salaries & Wages - Admin. & General	7410	50241208		62711347		1005	12542		
34	Owners Salaries	7420	150003606		60000333		3000	9200		
35	Payroll Taxes	7430	67821631		126028697		1329	19768		
36	Employee Benefits	7440	3506602		48167366		499	6503		
37	Pension Fund / Profit Sharing	7450								
38	Advertising - General & National	7460	1505362		998755		269	1097		
39	Stationery & Office Supplies	7470	317	76	1219367		63	1051		
40	Data Processing Services	7480	34881319		66881370		1200	10041		
41	Outside Services - General & Nat.	7490	3018	485	164392909		413	32577		
42	Company Vehicle - Administration	7500								
43	Contributions	7510			1528685			2021		
44	Gene & Subscriptions	7520	40	10	434724		8	481		
45	Telephone	7530	1358	326	33559175		272	4392		
46	Legal & Auditing	7540			30963171			4153		
47	Postage	7550	620	149	671237		104	643		
48	Travel & Entertainment	7560	66	16	726540		13	1105		
49	Heat, Light, Power & Water	7570	494	119	33132183		59	4888		
50	Furniture, Dep. Equip. & Equipment - Maintenance, Repair & Rep.	7580	1669	401	31314176		250	4624		
51	Furniture, Equip. & Equipment - Depreciation	7590			23215108			3627		
52	Insurance - Other (New Equip. & Replacement)	7600	58551408		56577311		1173	10525		2250
53	Taxes - Other (New Equip. & Replacement)	7610			1157065			2306		
54	Interest - Other (New Equip. & Replacement)	7620			99187549					
55	TOTAL OVERHEAD EXPENSES (LINE 32-54)		66288		11309776254		12560	163812		3350
56	TOTAL EXPENSES (LINE 28-55)		103796		2590074		18031	410510		9416
57	ADJUSTED DEPT. PROFIT (LOSS) (LINE 29-56)						-16305	-126853		-8940
58	OPERATING PROFIT (LOSS) (LINE 2-57)		-6202		-782078					
59	NET ADDITIONS OR DEDUCTIONS (LINE 58)		3229	776	2753391523					
60	NET PROFIT (LOSS) BEFORE TAXES		-58973		-506739					
61	INCOME TAXES (LINE 59) (LINE 60)	7710								
62	INCOME TAXES (LINE 59) (LINE 60)	7710								
63	NET PROFIT (LOSS) BEFORE TAXES		-58973		-506739					
64	ESTIMATED INCOME TAXES	7800	1	0	(4)	-0				
65	NET PROFIT (LOSS) AFTER TAXES		-58974		-506739					
66										
67	ADDITIONS TO INCOME				DEDUCTIONS FROM INCOME					
68	ACCOUNT NAME	FEET. NO.	MONTH	YEAR TO DATE	ACCOUNT NAME	FEET. NO.	MONTH	YEAR TO DATE		
69	Cash Discounts Earned	8000		40	728	Cash Discounts Allowed	8100			
70	Interest Earned	8010				Adj. For Doubtful Accounts	8120			
71	Bad Debts Recovered	8020				Other Deductions	8140	29	10016	
72	Other Income	8030	3324	289740	Lease Expenses	8150				
73	Lease Income	8050			Rental Expenses	8160	106	5113		
74	Rental Income	8060								
75										
76	TOTAL ADDITIONS (LINE 68-75)		3364	290468	TOTAL DEDUCTIONS (LINE 68-75)		135	15129		

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TOTAL INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP		(1) NEW KIA DEPARTMENT		(2) NEW OTHER DEPARTMENT	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		1821.05	10057655	263.51	2103677		16438
2	TOTAL GROSS PROFIT		415942284	18082961798	1726	283657		476
3	DEPARTMENTAL & SALES EXPENSES							
4	Base Compensation	7000	3657	879	2751061521	496	24634	255
5	Supervisor Compensation	7010	141503402	2782091539	1600	33037		
6	Delivery Expenses	7020						
7	Fin., Ins. & S.C. Compensation	7030	1500	361	53170	294	6559	
8	Advertising - Departmental	7040	55062324	4458712466	1361	81243		
9	Interest - Floor Plan	7060			173266	958	65263	5771
10	TOTAL SELLING EXPENSES LESS W.O.L.		248135966	12256226778	3757	214796		6066
11	DEPARTMENTAL OPERATING EXPENSES							
12	Policy Adjustments	7110	284	68	2903	16		
13	Claims Adjustments	7120						
14	Depos. & Company Vehicles - Dept.	7140	1841	467	70214	388	299	10509
15	Inventory Maintenance	7150	1607	386	28135	159	450	6221
16	Personnel Training	7160	470	113	11034	61	83	998
17	Outside Services - Departmental	7170						
18	Freight	7180	-43	-10	2199	12		
19	Supplies & Small Tools	7190	426	102	11938	66	44	659
20	Laundry & Uniforms	7200	669	161	2189	12		
21	Dep. Equip. & Vehicles Dept.	7210						
22	Equip. Maint., Repair & Rental Dept.	7220	467	112	5362	30	11	101
23	Miscellaneous Expenses	7230	117	28	1286	7		
24	Salaries & Wages	7250	2286	550	25201	139		
25	clerical Salaries	7260	4136	994	67887	375	827	12644
26	Vacation & Time Off Pay	7270	115	31	4727	26		
27	TOTAL OPERATING EXPENSES LESS W.O.L.		126593052	1337751293	1714	11902		
28	TOTAL SELLING & OPER. EXP. LESS W.O.L.		37508	1859997	5471	246698		6066
29	TOTAL SELL. & OPER. PROFIT % OF GROSS PROFIT		9018	8071	116384	86974	%	A %
30	DEPT. PROFIT (LOSS) LESS W.O.L.		4086	982	3488991929	-3745	36959	-2590
31	OVERHEAD EXPENSES							
32	Rent & Equipment	7400	175464218	228881285	2869	30198		1100
33	Salaries & Wages - Admin. & General	7410	50241208	62711	247	1005	12542	
34	Owners Salaries	7420	150003606	60000	332	3000	9200	
35	Payroll Taxes	7430	67821611	126028	697	1329	19768	
36	Employee Benefits	7440	2506	602	48167	266	499	6603
37	Pension Fund / Profit Sharing	7450						
38	Advertising - General & Institutional	7460	1505	362	9987	55	259	1187
39	Stationery & Office Supplies	7470	317	76	12193	67	63	1851
40	Data Processing Services	7480	54881319	66981	170	1200	10841	
41	Outside Services - General & Inst.	7490	2018	485	164092	909	413	32577
42	Company Vehicles - Administration	7500						
43	Contributions	7510			15286	85		2021
44	Dues & Subscriptions	7520	40	10	4947	24	8	481
45	Telephone	7530	1358	326	31659	175	272	4192
46	Legal & Auditing	7540			30963	171		4153
47	Postage	7550	620	149	6712	37	104	643
48	Travel & Entertainment	7560	66	16	7265	40	13	1105
49	Heat, Light, Power & Water	7570	494	119	33112	183	99	4888
50	Business Equip. Training & Equipment - nonpersonnel	7580	1669	401	31814	176	250	4624
51	Business Equip. Training & Equipment - personnel	7590			23215	128		3627
52	Insurance - Other Than Auto & Marine	7600	58551408	86577	313	1171	10595	2250
53	Taxes - Other Than Real Estate, Payroll & Income	7610			11570	65		2306
54	Interest - Other Than Floor Plan & P.M. Mortgage	7620			99187	549		
55	TOTAL OVERHEAD EXPENSES LESS W.O.L.		66288	11309776254	12560	163812		3350
56	TOTAL EXPENSES LESS W.O.L.		103796	2590874	18031	410510		9416
57	ADJUSTED DEPT. PROFIT (LOSS) LESS W.O.L.				-16305	-126853		-8940
58	OPERATING PROFIT (LOSS) LESS W.O.L.		-62202	-782178				
59	NET ADDITIONS OR DEDUCTIONS ADJ. LINE 58		3229	776	2753391523			
60	NET PROFIT (LOSS) BEFORE TAXES		-58973	-806739				
61	BORROWER-EMPLOYER (BORROWER CREDIT)	7700						
62	BORROWER-OWNER (BORROWER CREDIT)	7710						
63	NET PROFIT (LOSS) BEFORE TAXES		-58973	-806739				
64	ESTIMATED INCOME TAXES	7800	1	0	140	0		
65	NET PROFIT (LOSS) AFTER TAXES		-58974	-806739				
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TOTAL INCOME AND EXPENSE

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NAME OF ACCOUNT	ACCT. NO.	USED VEHICLE DEPARTMENT		SERVICE DEPARTMENT		BODY SHOP DEPARTMENT		PARTS & ACCESS. DEPARTMENT	
		MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
TOTAL SALES		118211	7080894	12968	353785			24574	486897
TOTAL GROSS PROFIT		25808	3183619	6590	193200			7478	147344
DEPARTMENTAL SELLING EXPENSES									
Sales Compensation	7000	3161	199088		35392				15627
Supervision Compensation	7010	4400	166005	3750	49384			2400	29723
Delivery Expenses	7020								
Flt., Ins. & S.C. Compensation	7030	1200	46611						
Advertising - Departmental	7040	3966	143307	125	15538			54	5783
Interest - Fleet Plan	7050		98232						
TOTAL SELLING EXPENSES - used vehicle		14727	553243	3875	100314			2454	51203
DEPARTMENTAL OPERATING EXPENSES									
Policy Adjustments	7110			284	2842				61
Claims Adjustments	7120								
Demon. & Company Vehicles - Dept.	7140	1073	40109	431	14615			140	4981
Inventory Maintenance	7150	1157	21844						
Personnel Training	7180		500	83	6064			304	3470
Outside Services - Departmental	7170								
Freight	7180							-43	2199
Supplies & Small Tools	7190	147	2889	202	7821			33	559
Laundry & Uniforms	7200			442	1751			227	438
Seat-Capts. & Vehicle-Capts.	7210								
Tools, Maint., Repair & Rental-Dept.	7220	18	470	305	3346			132	1445
Miscellaneous Expenses	7230							117	1286
Salaries & Wages	7250		772	2286	24259				170
Central Salaries	7280	1448	26794	1241	18266			620	9483
Vacation & Time Off Pay	7290			325	4727				
TOTAL OPERATING EXPENSES - used vehicle		3841	33378	5610	84393			1530	24102
TOTAL SELLING & OPER. EXPS.		18568	346621	9485	184707			3984	75305
TOTAL GROSS & OPER. EXPS. - used vehicle		71255	739879	14323	95609			5338	53119
DEPT. PROFIT (LOSS) - used vehicle		7240	236998	-2095	8493			3486	72039
PRORATION OPTIONAL									
Rent & Equipment	7400	8014	127477	4228	45597			2369	24139
Salaries & Wages - Admin. & General	7410	1758	31949	1507	18813			754	9400
Contract Salaries	7420	5250	30100	4500	13800			2250	6200
Payroll Taxes	7430	2462	61782	1594	29652			597	16826
Employee Benefits	7440	884	26708	749	2204			374	4552
Pension Fund / Profit Sharing	7450								
Advertising-General & Institutional	7460	471	4404	563	3504			202	882
Stationery & Office Supplies	7470	371	6496	95	2702			48	1149
Data Processing Services	7480	2207	15667	1372	14047			709	24526
Outside Services - General & Inst.	7490	761	109635	563	15350			281	6830
Company Vehicles - Administration	7500								
Contributions	7510		8717		3032				1516
Debt & Subscriptions	7520	14	2724	12	658			6	484
Telephone	7530	475	17448	407	6546			204	3273
Legal & Auditing	7540		17467		6229				3114
Postage	7550	307	4962	106	600			103	509
Travel & Entertainment	7560	23	3673	20	1658			10	829
Heat, Light, Power & Water	7570	173	17246	148	7312			74	3666
Furniture, Equip., Fixtures & Equipment - Management, Repair & Rental	7580	437	15489	435	7873			547	3828
Furniture, Equip., Fixtures & Equipment - Departmental	7590		6504		10256				2828
Oil-Other Than Reps. & Improvements	7600	2049	31003	1757	8486			878	4243
Residuals-Other Than Reps. & Rental	7610		4175		3459				1730
Interest-Other Than Fleet & S.C. Programs	7620		99187						
TOTAL OVERHEAD EXPENSES		25396	433820	18526	310358			3806	113597
TOTAL EXPENSES - used vehicle		43964	1580441	28011	395105			13790	194902
GRAND TOTAL PROFIT (LOSS)		-18156	-396823	-21421	-201905			-6320	-47558
ANALYSIS OF OPERATIONS									
		CURRENT MONTH		SAME MONTH AS PRIOR YEAR		CURRENT YEAR TO DATE		PRIOR YEAR TO DATE	
		AMOUNT	DOLLARS	AMOUNT	DOLLARS	AMOUNT	DOLLARS	AMOUNT	DOLLARS
TOTAL DOLLAR SALES		1	182105			1	10057695		
NEW SEA GROSS		1	1726	95		92	283657	282	
NEW OTHER GROSS						2	476	0	
USED VEHICLE GROSS		5	258081437			576	11836191177		
SERVICE/OPS			6590	362			193200	192	
BODY SHOP GROSS									
PARTS & ACCESS GROSS			7478	405			147344	146	
TOTAL GROSS			415942284				18082961798		
TOTAL EXPENSES			1037965700				25800742576		
DEPT. PROFIT (LOSS)			-62202	M			-782078-778		
NET ADJUSTED TO EXPENSES			3229	127			275339	274	
TOTAL SERVICES									
NET PROFIT (LOSS)			-58973	N			-506739-504		
LEASE ANALYSIS									
		months	1-12	PERSONNEL SUMMARY - USE WHOLE NUMBERS ONLY					
Trucks Received On:				NEW	USED	CONV.	P & I	SEPP.	DEPT. & ACCESS.
Kia Car Sales									2
Kia Truck Sales									2
Other Sales									2
LEASE ANALYSIS									1
Rental Lease Units									1
Rental Lease Gross									1
TOTAL PERSONNEL				1	2	1	1	3	1

INCREDIBLE AUTO SALES

Case Number



Debtor

Report Mo/Yr



UST-10 STATEMENT OF AGED POSTPETITION PAYABLES PART A - TAXES

INSTRUCTIONS: Complete both pages of PART A - TAXES unless the debtor asserts the following statement is true for this reporting month:

At the end of this reporting month, the debtor did not have any unpaid postpetition taxes which includes both current and delinquent tax obligations.

Check here ☒ if the debtor asserts the statement is correct, and skip to PART B - OTHER PAYABLES on Page 11.

Reconciliation of Unpaid Post-Petition Taxes

Type of tax	(1) Unpaid postpetition taxes from prior reporting month	(2) Postpetition taxes accrued this month (new obligations)	(3) Postpetition tax payments made this reporting month	(4) Unpaid postpetition taxes at end of reporting month (Column 1+2-3 = 4)
Federal Taxes				
Employee withholding taxes				
FICA/Medicare--Employee				
FICA/Medicare--Employer				
Unemployment				
State Taxes				
Dept. of Revenue				
Dept. of Labor & Industries				
Empl. Security Dept.				
Other Taxes				
Local city/county				
Gambling				
Personal property				
Real property				
Other				
Total Unpaid Postpetition Taxes				\$

Debtor

INCREDIBLE AUTO SALES

Case Number

⇒

06-60855-LBK

Report Mo/Yr

⇒

NOV06

UST-10 STATEMENT OF AGED POSTPETITION PAYABLES PART A - TAXES

INSTRUCTIONS: Complete both pages of PART A - TAXES unless the debtor asserts the following statement is true for this reporting month:

At the end of this reporting month, the debtor did not have any unpaid postpetition taxes which includes both current and delinquent tax obligations.

Check here ☒ if the debtor asserts the statement is correct, and skip to PART B - OTHER PAYABLES on Page 11.

Reconciliation of Unpaid Post-Petition Taxes

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Federal Taxes				
Employee withholding taxes				
FICA/Medicare--Employee				
FICA/Medicare--Employer				
Unemployment				
State Taxes				
Dept. of Revenue				
Dept. of Labor & Industries				
Empl. Security Dept.				
Other Taxes				
Local city/county				
Gambling				
Personal property				
Real property				
Other				
Total Unpaid Postpetition Taxes				\$ 